

R.J. REYNOLDS TOBACCO COMPANY
P.O. BOX 12959
KINSTON-SALEN, NC 27102-5112

WESTERN
UNION

010041001649 05/12/93



J. J. REYNOLDS & SONS, INC.
P. O. BOX 19700
CHICAGO IL 60619-9700

5/14/93
Barbara Weinskin
FOR YOUR INFORMATION
PATRICK PISCITELLI

RSR and Btu
Discount Price Increase Announcements

J-29-G

MAY 12, 1993

TO OUR CUSTOMERS:

EFFECTIVE WITH SHIPMENTS ON MAY 17, 1993, THE LIST PRICE ON ROYAL
BEST VALUE, AND OUR PRIVATE LABEL BRANDS, WILL BE INCREASED \$2.00
PER THOUSAND, FORTY CENTS PER CARTON.

ALL ORDERS ON HAND, INCLUDING PREVIOUSLY QUOTED LEFT ORDERS, SHIPPING
MAY 17, 1993, AND THEREAFTER, WILL BE INVOICED AT THE NEW PRICE.

AS SOON AS PRACTICABLE, WE WILL REIMBURSE TO YOU, BY CREDIT
MEMORANDUM THE DIFFERENCE BETWEEN THE OLD AND NEW PRICE, LESS 3.25%,
COVERING ONE WEEK'S AVERAGE PURCHASES OF CIGARETTE BRAND STYLES THAT
INCREASED IN PRICE. YOUR AVERAGE WEEK'S PURCHASES WILL BE
DETERMINED USING THE FEBRUARY 1, 1993, THROUGH APRIL 30, 1993,
SHIPPING PERIOD.

THANK YOU FOR YOUR COOPERATION AND SUPPORT IN THE MARKETING OF OUR
PRODUCTS.

FOR THE TOBACCO PRODUCTS
A DIVISION OF R.J. REYNOLDS TOBACCO COMPANY

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17:04 EST

NRWCOMP

To reply by Mailgram, enclose stamp, and reverse side for Western Union's Mail-gram (100-1000).

MAY 13 '93 14:14

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